



**Mahindra™**  
University  
Global Thinkers. Engaged Leaders.

CENTRE FOR  
EXECUTIVE EDUCATION

# Executive Leadership Presence

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# Overview

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The Leadership Presence workshop is a two-day programme that helps executives master effective leadership skills. The programme emphasizes authenticity, building confidence, commitment, and assertiveness, using various tools and techniques for a well-rounded learning experience. It also teaches handling pressure with grace and a solution-oriented mindset, enhancing leadership skills for confidently engaging stakeholders and navigating challenges.

## Do you aspire to:

- Command respect and inspire action within your organization?
- Project confidence and lead with authenticity in any situation?
- Navigate challenges with a solutions-oriented mindset?
- Effectively engage stakeholders and lead with influence.

This two-day intensive workshop is designed to equip executives like you with the essential skills to cultivate powerful Executive Presence.

## What will you learn?

- **Master the Fundamentals:** Discover the core elements of Executive Presence – authenticity, confidence, commitment, and assertiveness – and learn how to embody them in your interactions.
- **Develop Your Communication Style:** Hone your communication tools and techniques to deliver impactful messages with clarity and influence.
- **Navigate Pressure with Grace:** Learn strategies for managing stress and maintaining composure under pressure, fostering a calm and confident demeanor.
- **Embrace a Solutions-Oriented Mindset:** Develop the ability to identify and address challenges effectively, inspiring action and collaboration within your team.
- **Engage Stakeholders Confidently:** Discover strategies for building strong relationships and effectively communicating with diverse stakeholders at all levels.

## Our Approach:

This interactive programme goes beyond theory, providing a well-rounded learning experience through:-

- **Interactive Activities:** Engage in simulations, role-playing exercises, and group discussions to solidify your learning and receive personalized feedback.
- **Self-Assessment Tools:** Gain a deeper understanding of your strengths and areas for development through self-assessment tools and individual coaching sessions.

# Who Should Attend

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Tailored for mid-management professionals aspiring to elevate their leadership impact, this programme offers a focused journey towards cultivating a compelling executive presence. Ideal for mid-level managers, supervisors, and team leaders, it equips participants with essential skills to command respect, foster trust, and inspire teams to excel.

# Key Programme Objectives

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- Define Executive Presence, emphasizing 3Cs (Confidence, Connection, Credibility) and contribution mindset.
- Evaluate and enhance communication effectiveness, focusing on building Confidence in client interactions.
- Craft a personal brand aligned with values, demonstrating Connection and positioning as a valuable contributor

# Programme Benefits

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- Learn frameworks and techniques that are practical and ready to implement.
- Maximize learning through effective pre & post-work.
- Use of powerful simulations and real-life cases
- Peer group discussion participants during the workshops
- Deep pre & post-work before and after the program (Ted talks, case lets, HBR reads and reflection points)
- Individual action plan for each participant
- Customized design specific to the team and participation.

## Programme Details

**Programme Dates:** 19-20 September 2024

**Programme Mode:** 2 Days, In-Campus

**Programme Fee:** Rs. 30,000/- + GST Per Participant

# Session wise Topics

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## Day 1:

### What is Executive Presence?

#### Building Confidence

- Recognizing your Presence with 3C's
- Commanding presence and confidence through impactful communication
- Creating impact through superior speaking skills
- Building your elevator pitch

#### Building Connection

- Understand your style and others' styles using People Styles
- StyleFlexing
- A deep dive into people connect pillars
- Science of Networking

### Executive Presence(learn from movies)

- Participants watch a movie together and decode the 'Executive Presence' learning from the film. Planned from 9 pm – 11 pm)

## Day 2:

### Building Credibility

- The Success pillars
- Attracting opportunities
- Importance of building visibility and credibility
- Science of building trust

### Building your overall presence

- Practical techniques to radiate high energy during conversations
- Building Collaborative intent
- Reaction Vs Response (Key aspect of emotional maturity)
- Verbal & Non Verbal presence

# Faculty

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## Prof. Rajanikanth

Rajanikanth is a visiting faculty at Centre for Executive education, Mahindra University. He has more than two decades of industry experience in Behavioral Training, Project Management and People Development. He is a well-known lean and agile management trainer with immense experience as a coach/mentor for various lines of business in different Organizations. Rajani has trained more than 30,000 people on various soft skills.

Prior to his entrepreneurial stint, he was a People Manager with SAP Labs India, for 11 years contributing to the Organization's growth by developing talents. Rajani was identified as a high potential manager within the Organization for two consecutive years, as a mark to his contribution towards people development.

Rajani's passion for developing people, his instant ability to connect with the audience, his knowledge and creativity on delivering the topics are some of his unique capabilities. He brings experiential learnings from the industry to ensure personal effectiveness for the participants. Over the years, Rajani has transformed himself as an international trainer conducting extensive workshops in India, USA & Middle East. He has taught executives from companies such as Ashok Leyland, Cisco, NTT Data, Walmart Labs, Adobe, Hewlett Packard, Visa, Qualcomm, SAP Labs, HPE, Continental, Zee entertainment, Vitesco technologies, Times of India, and Deccan Herald.

Rajani holds a People Management Certificate from Dale Carnegie, Situational Leadership Certificate from Ken Blanchard, NLP certificate from NFNLP Institute, TTT from OMI and Corporate Ed Group (Boston, US), and "Train the Trainer" Excellence certificate from Indian School of Business (Hyderabad, India).

In addition, he is also a renowned author and has authored two life changing books. Recently, Rajani represented India as a speaker at SME World Summit - Dubai speaking on "What lies below the Iceberg".

## About Centre for Executive Education

The Centre for Executive Education (CEE) at Mahindra University, creates and conducts learning programmes for working professionals, which are designed to provide timely and relevant knowledge, insights and perspectives, that help them progress in their current and future roles in organizations. By enhancing performance of executives, these programmes are aimed to positively impact the organisations that they work for.

Executive Education Programmes at Mahindra University span across multiple business disciplines, engineering & data science, and law, for different seniority levels, in various national and international geographical locations.

CEE's mission is to be a hub for engaging & beneficial interactions between business leaders and the academia. The centre works with some of the finest faculty in India and from leading Global Business Schools. Participants will have opportunities to learn from the innovative research and consulting experience of the faculty, wide experience of the peer group of learners, and from Industry practitioners who bring in strong domain knowledge.

## About Mahindra University

Mahindra University, established in May 2020, is a multi-disciplinary global education and knowledge campus which offers industry-aligned curricula, a student-centered learning environment, and opportunities for international exposure. The University offers Undergraduate and Post Graduate programs in its five Schools namely Ecole Centrale School of Engineering, School of Management, School of Law, Indira Mahindra School of Education, School of Media and Liberal Arts. The University has been established in a sprawling, green, 130 acres at Bahadurpally in Hyderabad. The University provides students with a modern lifestyle and a unique multi-cultural immersion in a predominantly green campus. The Lecture Theaters, Seminar Halls and Syndicate Rooms deploy state-of-the-art technology, to impart a multi-media, interactive learning experience to participants. Executive Housing facilities on campus come with contemporary design, spacious & comfortable air-conditioned rooms.



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